



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

US

Intl

WW

ORAL CARE

US

Intl

WW

OTC

US

Intl

WW

SKIN CARE

US

Intl

WW

WOMEN'S HEALTH

US

Intl

WW

WOUND CARE / OTHER

US

Intl

WW

TOTAL CONSUMER

US

Intl

WW

	THIRD QUARTER					NINE MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾										
BABY CARE										
US	\$ 96	103	-6.8%	-6.8%	-	\$ 293	\$ 318	-7.9%	-7.9%	-
Intl	370	403	-8.2%	-5.3%	-2.9%	1,124	1,242	-9.5%	-2.5%	-7.0%
WW	466	506	-7.9%	-5.6%	-2.3%	1,417	1,560	-9.2%	-3.6%	-5.6%
ORAL CARE										
US	156	154	1.3%	1.3%	-	485	459	5.7%	5.7%	-
Intl	227	224	1.3%	3.1%	-1.8%	686	713	-3.8%	1.8%	-5.6%
WW	383	378	1.3%	2.3%	-1.0%	1,171	1,172	-0.1%	3.3%	-3.4%
OTC										
US	380	383	-0.8%	-0.8%	-	1,230	1,154	6.6%	6.6%	-
Intl	584	580	0.7%	3.5%	-2.8%	1,761	1,776	-0.8%	4.2%	-5.0%
WW	964	963	0.1%	1.8%	-1.7%	2,991	2,930	2.1%	5.1%	-3.0%
SKIN CARE										
US	517	435	18.9%	18.9%	-	1,560	1,418	10.0%	10.0%	-
Intl	438	428	2.3%	5.3%	-3.0%	1,210	1,242	-2.6%	2.7%	-5.3%
WW	955	863	10.7%	12.2%	-1.5%	2,770	2,660	4.1%	6.6%	-2.5%
WOMEN'S HEALTH										
US	3	6	-50.0%	-50.0%	-	16	19	-15.8%	-15.8%	-
Intl	266	304	-12.5%	-9.1%	-3.4%	787	898	-12.4%	-5.1%	-7.3%
WW	269	310	-13.2%	-9.9%	-3.3%	803	917	-12.4%	-5.3%	-7.1%
WOUND CARE / OTHER										
US	139	196	-29.1%	-29.1%	-	449	623	-27.9%	-27.9%	-
Intl	85	98	-13.3%	-13.2%	-0.1%	274	325	-15.7%	-12.0%	-3.7%
WW	224	294	-23.8%	-23.8%	0.0%	723	948	-23.7%	-22.4%	-1.3%
TOTAL CONSUMER										
US	1,291	1,277	1.1%	1.1%	-	4,033	3,991	1.1%	1.1%	-
Intl	1,970	2,037	-3.3%	-0.6%	-2.7%	5,842	6,196	-5.7%	0.1%	-5.8%
WW	\$ 3,261	3,314	-1.6%	0.1%	-1.7%	\$ 9,875	10,187	-3.1%	0.4%	-3.5%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ⁽²⁾

IMMUNOLOGY

US

Intl

WW

REMICADE

US

US Exports ⁽³⁾

Intl

WW

SIMPONI / SIMPONI ARIA

US

Intl

WW

STELARA

US

Intl

WW

OTHER IMMUNOLOGY

US

Intl

WW

INFECTIOUS DISEASES

US

Intl

WW

EDURANT

US

Intl

WW

OLYSIO / SOVRIAD

US

Intl

WW

PREZISTA / PREZCOBIX / REZOLSTA

US

Intl

WW

OTHER INFECTIOUS DISEASES

US

Intl

WW

	THIRD QUARTER					NINE MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ⁽²⁾										
IMMUNOLOGY										
US	\$ 2,294	1,910	20.1%	20.1%	-	\$ 6,689	5,541	20.7%	20.7%	-
Intl	790	704	12.2%	11.6%	0.6%	2,343	2,090	12.1%	15.7%	-3.6%
WW	3,084	2,614	18.0%	17.8%	0.2%	9,032	7,631	18.4%	19.4%	-1.0%
REMICADE										
US	1,222	1,117	9.4%	9.4%	-	3,669	3,260	12.5%	12.5%	-
US Exports ⁽³⁾	255	180	41.7%	41.7%	-	673	602	11.8%	11.8%	-
Intl	306	316	-3.2%	-2.9%	-0.3%	1,000	1,019	-1.9%	3.4%	-5.3%
WW	1,783	1,613	10.5%	10.6%	-0.1%	5,342	4,881	9.4%	10.5%	-1.1%
SIMPONI / SIMPONI ARIA										
US	256	199	28.6%	28.6%	-	716	526	36.1%	36.1%	-
Intl	225	181	24.3%	20.6%	3.7%	603	462	30.5%	31.3%	-0.8%
WW	481	380	26.6%	24.8%	1.8%	1,319	988	33.5%	33.9%	-0.4%
STELARA										
US	561	414	35.5%	35.5%	-	1,631	1,153	41.5%	41.5%	-
Intl	253	199	27.1%	27.8%	-0.7%	722	579	24.7%	27.2%	-2.5%
WW	814	613	32.8%	33.0%	-0.2%	2,353	1,732	35.9%	36.7%	-0.8%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	6	8	-25.0%	-22.6%	-2.4%	18	30	-40.0%	-32.9%	-7.1%
WW	6	8	-25.0%	-22.6%	-2.4%	18	30	-40.0%	-32.9%	-7.1%
INFECTIOUS DISEASES										
US	387	379	2.1%	2.1%	-	1,107	1,172	-5.5%	-5.5%	-
Intl	455	469	-3.0%	-2.2%	-0.8%	1,340	1,683	-20.4%	-18.5%	-1.9%
WW	842	848	-0.7%	-0.3%	-0.4%	2,447	2,855	-14.3%	-13.2%	-1.1%
EDURANT										
US	13	11	18.2%	18.2%	-	38	29	31.0%	31.0%	-
Intl	136	100	36.0%	35.4%	0.6%	370	274	35.0%	35.2%	-0.2%
WW	149	111	34.2%	33.7%	0.5%	408	303	34.7%	34.9%	-0.2%
OLYSIO / SOVRIAD										
US	13	26	-50.0%	-50.0%	-	50	174	-71.3%	-71.3%	-
Intl	8	53	-84.9%	-85.7%	0.8%	46	403	-88.6%	-88.2%	-0.4%
WW	21	79	-73.4%	-73.9%	0.5%	96	577	-83.4%	-83.1%	-0.3%
PREZISTA / PREZCOBIX / REZOLSTA										
US	310	285	8.8%	8.8%	-	860	777	10.7%	10.7%	-
Intl	183	183	0.0%	2.0%	-2.0%	544	566	-3.9%	-1.1%	-2.8%
WW	493	468	5.3%	6.1%	-0.8%	1,404	1,343	4.5%	5.7%	-1.2%
OTHER INFECTIOUS DISEASES										
US	51	57	-10.5%	-10.5%	-	159	192	-17.2%	-17.2%	-
Intl	128	133	-3.8%	-3.0%	-0.8%	380	440	-13.6%	-10.6%	-3.0%
WW	179	190	-5.8%	-5.2%	-0.6%	539	632	-14.7%	-12.6%	-2.1%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS					
	2016	2015	% Change			2016	2015	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE											
US	622	655	-5.0%	-5.0%	-	1,997	2,098	-4.8%	-4.8%	-	
Intl	842	821	2.6%	0.0%	2.6%	2,618	2,560	2.3%	3.5%	-1.2%	
WW	1,464	1,476	-0.8%	-2.2%	1.4%	4,615	4,658	-0.9%	-0.2%	-0.7%	
<u>CONCERTA / METHYLPHENIDATE</u>											
US	102	89	14.6%	14.6%	-	365	317	15.1%	15.1%	-	
Intl	88	89	-1.1%	-2.5%	1.4%	294	291	1.0%	4.4%	-3.4%	
WW	190	178	6.7%	6.0%	0.7%	659	608	8.4%	10.0%	-1.6%	
<u>INVEGA</u>											
US	28	82	-65.9%	-65.9%	-	70	281	-75.1%	-75.1%	-	
Intl	59	57	3.5%	-1.0%	4.5%	185	179	3.4%	2.7%	0.7%	
WW	87	139	-37.4%	-39.2%	1.8%	255	460	-44.6%	-44.9%	0.3%	
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA</u>											
US	339	277	22.4%	22.4%	-	983	758	29.7%	29.7%	-	
Intl	217	182	19.2%	18.8%	0.4%	646	548	17.9%	19.8%	-1.9%	
WW	556	459	21.1%	20.9%	0.2%	1,629	1,306	24.7%	25.5%	-0.8%	
<u>RISPERDAL CONSTA</u>											
US	94	103	-8.7%	-8.7%	-	289	306	-5.6%	-5.6%	-	
Intl	128	132	-3.0%	-3.9%	0.9%	394	430	-8.4%	-7.1%	-1.3%	
WW	222	235	-5.5%	-6.0%	0.5%	683	736	-7.2%	-6.4%	-0.8%	
<u>OTHER NEUROSCIENCE</u>											
US	59	104	-43.3%	-43.3%	-	290	436	-33.5%	-33.5%	-	
Intl	350	361	-3.0%	-7.3%	4.3%	1,099	1,112	-1.2%	-0.6%	-0.6%	
WW	409	465	-12.0%	-15.3%	3.3%	1,389	1,548	-10.3%	-9.9%	-0.4%	
ONCOLOGY											
US	622	394	57.9%	57.9%	-	1,740	1,090	59.6%	59.6%	-	
Intl	895	776	15.3%	15.4%	-0.1%	2,605	2,332	11.7%	14.1%	-2.4%	
WW	1,517	1,170	29.7%	29.7%	0.0%	4,345	3,422	27.0%	28.7%	-1.7%	
<u>IMBRUVICA</u>											
US	179	98	82.7%	82.7%	-	455	253	79.8%	79.8%	-	
Intl	170	86	97.7%	*	**	450	201	*	*	**	
WW	349	184	89.7%	92.1%	-2.4%	905	454	99.3%	*	**	
<u>VELCADE</u>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	304	329	-7.6%	-7.4%	-0.2%	950	1,012	-6.1%	-3.7%	-2.4%	
WW	304	329	-7.6%	-7.4%	-0.2%	950	1,012	-6.1%	-3.7%	-2.4%	
<u>ZYTIGA</u>											
US	282	276	2.2%	2.2%	-	840	784	7.1%	7.1%	-	
Intl	300	272	10.3%	8.5%	1.8%	901	866	4.0%	5.4%	-1.4%	
WW	582	548	6.2%	5.3%	0.9%	1,741	1,650	5.5%	6.3%	-0.8%	
<u>OTHER ONCOLOGY</u>											
US	161	20	*	*	-	445	53	*	*	-	
Intl	121	89	36.0%	36.6%	-0.6%	304	253	20.2%	23.0%	-2.8%	
WW	282	109	*	*	**	749	306	*	*	**	
CARDIOVASCULAR / METABOLISM / OTHER											
US	1,117	1,171	-4.6%	-4.6%	-	3,590	3,522	1.9%	1.9%	-	
Intl	376	415	-9.4%	-7.4%	-2.0%	1,203	1,278	-5.9%	-1.5%	-4.4%	
WW	1,493	1,586	-5.9%	-5.4%	-0.5%	4,793	4,800	-0.1%	1.1%	-1.2%	
<u>XARELTO</u>											
US	529	461	14.8%	14.8%	-	1,690	1,374	23.0%	23.0%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	529	461	14.8%	14.8%	-	1,690	1,374	23.0%	23.0%	-	
<u>INVOKANA / INVOKAMET</u>											
US	294	322	-8.7%	-8.7%	-	939	890	5.5%	5.5%	-	
Intl	34	18	88.9%	94.3%	-5.4%	97	46	*	*	**	
WW	328	340	-3.5%	-3.2%	-0.3%	1,036	936	10.7%	11.3%	-0.6%	
<u>PROCRIT / EPREX</u>											
US	168	177	-5.1%	-5.1%	-	581	519	11.9%	11.9%	-	
Intl	82	86	-4.7%	-4.7%	0.0%	265	289	-8.3%	-5.5%	-2.8%	
WW	250	263	-4.9%	-4.9%	0.0%	846	808	4.7%	5.7%	-1.0%	
<u>OTHER</u>											
US	126	211	-40.3%	-40.3%	-	380	739	-48.6%	-48.6%	-	
Intl	260	311	-16.4%	-14.1%	-2.3%	841	943	-10.8%	-6.3%	-4.5%	
WW	386	522	-26.1%	-24.7%	-1.4%	1,221	1,682	-27.4%	-24.9%	-2.5%	
TOTAL PHARMACEUTICAL											
US	5,042	4,509	11.8%	11.8%	-	15,123	13,423	12.7%	12.7%	-	
Intl	3,358	3,185	5.4%	5.0%	0.4%	10,109	9,943	1.7%	4.2%	-2.5%	
WW	\$ 8,400	\$ 7,694	9.2%	9.0%	0.2%	\$ 25,232	\$ 23,366	8.0%	9.1%	-1.1%	

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REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
MEDICAL DEVICES SEGMENT ^{(2) (4)}										
CARDIOVASCULAR										
US	\$ 235	239	-1.7%	-1.7%	-	\$ 701	702	-0.1%	-0.1%	-
Intl	216	285	-24.2%	-26.8%	2.6%	663	895	-25.9%	-25.6%	-0.3%
WW	451	524	-13.9%	-15.3%	1.4%	1,364	1,597	-14.6%	-14.4%	-0.2%
DIABETES CARE										
US	191	205	-6.8%	-6.8%	-	548	631	-13.2%	-13.2%	-
Intl	236	265	-10.9%	-11.2%	0.3%	779	817	-4.7%	-2.2%	-2.5%
WW	427	470	-9.1%	-9.2%	0.1%	1,327	1,448	-8.4%	-7.0%	-1.4%
DIAGNOSTICS										
US	-	-	-	-	-	-	-	-	-	-
Intl	7	16	-56.3%	-55.8%	-0.5%	66	62	6.5%	21.1%	-14.6%
WW	7	16	-56.3%	-55.8%	-0.5%	66	62	6.5%	21.1%	-14.6%
ORTHOPAEDICS										
US	1,343	1,312	2.4%	2.4%	-	4,099	3,942	4.0%	4.0%	-
Intl	908	869	4.5%	4.5%	0.0%	2,848	2,897	-1.7%	0.9%	-2.6%
WW	2,251	2,181	3.2%	3.2%	0.0%	6,947	6,839	1.6%	2.7%	-1.1%
HIPS										
US	190	185	2.7%	2.7%	-	590	568	3.9%	3.9%	-
Intl	130	124	4.8%	6.4%	-1.6%	421	410	2.7%	6.5%	-3.8%
WW	320	309	3.6%	4.2%	-0.6%	1,011	978	3.4%	5.0%	-1.6%
KNEES										
US	223	214	4.2%	4.2%	-	696	662	5.1%	5.1%	-
Intl	132	129	2.3%	4.0%	-1.7%	433	429	0.9%	4.3%	-3.4%
WW	355	343	3.5%	4.1%	-0.6%	1,129	1,091	3.5%	4.8%	-1.3%
TRAUMA										
US	389	368	5.7%	5.7%	-	1,151	1,083	6.3%	6.3%	-
Intl	248	239	3.8%	3.1%	0.7%	764	801	-4.6%	-2.1%	-2.5%
WW	637	607	4.9%	4.6%	0.3%	1,915	1,884	1.6%	2.7%	-1.1%
SPINE & OTHER										
US	541	545	-0.7%	-0.7%	-	1,662	1,629	2.0%	2.0%	-
Intl	398	377	5.6%	5.0%	0.6%	1,230	1,257	-2.1%	0.0%	-2.1%
WW	939	922	1.8%	1.6%	0.2%	2,892	2,886	0.2%	1.1%	-0.9%
SURGERY										
US	1,002	987	1.5%	1.5%	-	3,003	2,947	1.9%	1.9%	-
Intl	1,282	1,233	4.0%	3.9%	0.1%	3,906	3,857	1.3%	4.3%	-3.0%
WW	2,284	2,220	2.9%	2.9%	0.0%	6,909	6,804	1.5%	3.2%	-1.7%
ADVANCED										
US	390	357	9.2%	9.2%	-	1,131	1,046	8.1%	8.1%	-
Intl	494	438	12.8%	13.0%	-0.2%	1,478	1,359	8.8%	11.9%	-3.1%
WW	884	795	11.2%	11.3%	-0.1%	2,609	2,405	8.5%	10.3%	-1.8%
GENERAL										
US	414	427	-3.0%	-3.0%	-	1,254	1,272	-1.4%	-1.4%	-
Intl	649	656	-1.1%	-1.1%	0.0%	2,006	2,063	-2.8%	0.0%	-2.8%
WW	1,063	1,083	-1.8%	-1.8%	0.0%	3,260	3,335	-2.2%	-0.5%	-1.7%
SPECIALTY										
US	198	203	-2.5%	-2.5%	-	618	629	-1.7%	-1.7%	-
Intl	139	139	0.0%	-1.2%	1.2%	422	435	-3.0%	0.3%	-3.3%
WW	337	342	-1.5%	-2.0%	0.5%	1,040	1,064	-2.3%	-1.0%	-1.3%
VISION CARE										
US	277	262	5.7%	5.7%	-	767	758	1.2%	1.2%	-
Intl	462	421	9.7%	5.3%	4.4%	1,297	1,202	7.9%	7.7%	0.2%
WW	739	683	8.2%	5.5%	2.7%	2,064	1,960	5.3%	5.2%	0.1%
TOTAL MEDICAL DEVICES										
US	3,048	3,005	1.4%	1.4%	-	9,118	8,980	1.5%	1.5%	-
Intl	3,111	3,089	0.7%	-0.2%	0.9%	9,559	9,730	-1.8%	0.5%	-2.3%
WW	\$ 6,159	6,094	1.1%	0.7%	0.4%	\$ 18,677	18,710	-0.2%	1.0%	-1.2%

* Percentage greater than 100%

** Not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Reported as U.S. sales

(4) Prior year amounts have been reclassified to conform to current year product disclosure